## TIMELY BITS OF SPORT GOING AFTER A HIGH ONE. TRUCKS MUST SUIT WORK SET DATE FOR CUE FIXTURE

Racing or No Racing This Year Up for Decision.

#### STEWARDS MAY ACT TO-DAY

#### Johnny Evers Willing to Part with Some of His Salary to Sign Overall.

Thoroughbred racing or, better, its revival in the near future will hang in the newards of The Jockey Club, the cont oling turf body in the East. Every offort has been made to insure a full attendance, which accounts for the fact that the date was announced only yes-

August Belmont, chairman of Juckey Club, said he did not care to discuss the question and would not preto forecast what action might be It is felt, however, that some setton looking to the opening of the gates legal advice is not unfavorable. In all probability short meetings will be held is year at Belmont Park and Saratoga

The chief question for discussion lies the advisability of waiting until the recent decision of the Appellate Division upholding Justice Scudder on the question oral betting is passed upon by the Court of Appeals. It may be six months er longer before the case is heard it it is seried to the higher court, and for that you the stewards are likely to stand on the latest decision, which seems to re-Here the owners and directors of batrity except on the question of organ-ized bookmaking, which is against the law.

Johnny Evers is so anxious to have ornal Overall back with the Cubs that he declares himself willing to pay the difforence between the money the big pitcher wants and what Murphy offers out of his own salary, if necessary. He is optimistic, too, being quoted as saying:

"Chance told me in Chicago that Over-Was as good as, if not better than, when e was with the Cubs. He said Overall s mustered the spitball, and I have faith in Chance's word. Orvie wants to come back, and with him on the staff I gay team to get a lead on us. With a staff of good twirlers, which I believe I have, I will show the greatest bail club that ever played in the National League." Oh, what a difference a few months

overall, by the way, who was reinstat- ager of the Cubs, pulling down a hard ed by the National Commission a few hit liner in practice days ago, has said he will not play with Marlin Strings, Tex the Cubs and again will retire from baseball if not traded or sold to some other team. Of course, he may change his mind if the "price" is right.

brother of the crafty Johnny, now man-

hit liner in practice with the Giants at

(Copyright by the International News Service,)

LEADERS WIN AT CHESS

Tie in Havana Tourney.

games in the eighth round, the first of the

played an irregular defence to the

to a surprise at the hands of Blanco, of

the middle game. Blanco resorted to the

For the ninth round to-morrow the players will be paired as follows: Jaffe vs. Janow-ski, Marshall vs. Chajes, Blanco vs. Capa-blanca, Corbo vs. Kupchik.

Following is a further selection of

games played in the earlier rounds at

BOARD NO. 2-DOUBLE RUY LOPEZ.

BOARD NO. 8-FRENCH DEFENCE

IN DOUBT ON RACING CASE

Not Carry It Higher.

District Attorney Charles N. Wysong.

of Nassau County, said last night that he

had not made up his mind as to carrying

the Paul Shane oral betting case to the

Court of Appeals for a final decision. He

He said the fact that the Appellate Di-

vision had handed down a unanimous de-

cision in the case would not deter him from taking the case to the higher court.

He also said the small expense to the

county would not be taken into consid-

Rome - EXCELSIOR - Naples

The standing to date follows:

the move reversed in each case.

Queen's Pawn Opening.

Dutch Defence.

Fred Merkle, first baseman of the Giants, is some bowler. He helped put the College Inns, the five-man team on which he rolls, at the top of the heap in the A E C tournament at Toledo on Monday evening with a score of 2,569. Merkle did not settle down in the first game, but rolled 191 in the second and third games.

Rosslyn M. Cox. Mayor of Middletown N. Y. who was recently elected president of the new New York and New Jer-Baseball League, has asked Charles H. Ebbets, president of the Brooklyn club, for an audience. Mr. Cox will call on Mr. Ebbets within a few days in an effort to secure the consent of the directors of the Brooklyn club to permit new Class D league to place a team in Long Island City.

William Hanrehan, a young college camp on Saturday for the trial which day in twenty-three moves, as Jaffe lost in wheel base and of proper load capacity may carn him a place on the team.

Stanley Bates, a young pitcher of Quincy, Mass., formerly a member of the high school team of that town, has re-ceived instructions from John McGraw to report for a trial with the Glants at the against Kupchik and won in thirty-six Polo Grounds on April 10.

The call of the game has proved too strong for "Old John" Powell and he has reconsidered his determination not to play in the minors. When notified of his re lease by the Browns to Louisville several weeks ago the veteran twirler firmly delared that he would retire from the game tather than report to the Colonels. The training camps led Powell to sign a con-

Nick Cullop, the high priced young twirler of the Cleveland Naps, has caught the ways of the big leaguers. Although out of the "bushes" scarcely more than six menths. Cullop returned his contract to the Cleveland management with the declaration that he would rather pitch hay on his mother's farm than pitch baseball for the Naps at the salary offered.

BOARD NO. 2-DOUBLE RUY LOPEZ.

Capablanea. Jaffe.
WHITE. BLACK.
1 P-K4 P-K4
2 Kt-K B 8 Kt-Q B 3
3 Kt-B 2 Kt-B 8 Kt-Q 2
4 B-Kt 5 B-Kt 5
5 Castles Castles So R-K
6 B x Kt Kt P x B
1 R-K 1 D R-K 1 D R-K 1
1 R-K 2 R-Q 8
1 R-K 1 D R-Q 8
1 R-K 2 R-Q 8
1 R-K 3 R-Q 8
1 R-K 4 R-Q 8
1 R-K 2 R-Q 8
1 R-K 4 R-Q 8
1 R-K 2 R-K 8
1 R-R 2 R-K 8
1 R-R 2 R-K 8
1 R-R 4 R-R 8
1 R-R 8 R-R 8
1 R-R 9 R-R 9
1 R-R 9
1 R-R Bill Perrine, the American League umpire, who has been ill this winter, is getting well and believes that he will able to den the mask and wind pad by the time the season beings.

Larry Lajole, the slugging second baseman of Cleveland, is a stanch supporter of equal rights, despite the fact that his "better half" has never demanded the

The National Baseball Commission reversed a decision of the national board sesterday, and allowed a salary claim of sion to F. G. Spencer, of the Quincy Club of the Three I League. The commission also reversed the board and declared Percy L. Merritt, of the Victoria Club of the Northwestern League, a free agent, unless the club settles his salary claims

Duffy Lewis, left fielder of the Boston Red Sox, and one of the best in baseball, advised Jim McAleer by wire, yesterday that his contract is not satisfactory and that he will not report at Hot Springs,

Ark., for spring training.

Lewis is said to have returned three District Attorney May or May leving that Jake Stahl does not appreclate his value to the team or the part he played in helping the Red Sox win the American League pennant and later the world's championship last year.

Lewis is now coaching the baseball

said he would have to study the memteam of Leland Stanford Junior Univerorandum on the opinion and in a few days will decide just what to do. sity in California.

The Phillies, or most of them, left Philadelphis yesterday for the training camp at Southern Pines, N. C.

Cy Seymour, once an outfielder with the

Giants, signed a contract yesterday to play with the Boston Braves. Billy Carrigan, catcher of the world's hampions, signed his contract yesterday shampions, signed his contract yesterday after holding out for a higher salary, Anally was forthcoming. Four of

he Red Sox are still without the fold.



Many Models Are Necessary. General Motors Man Says.

SELLING METHODS REVISED

#### Passenger Car Dealer Unprepared to Meet Peculiar Conditions That Sometimes Arise.

"A person familiar with the motor truck business," says W. L. Day, vicepresident of the General Motors Truck Company, "can hardly appreciate the radical difference between the problem involved in marketing pleasure and com-mercial vehicles. It is not strange that when the first business machines were put out they were sold in the same way and through the same channels as pleasure automobiles.

"However, with the production of power wagons in comparatively large numbers new problems began to arise for which the average automobile dealer found himself to a large extent unpre-pared. It was seen that the motor truck, from a distribution standpoint at least. must be regarded partly as a self-propelled wagon and perhaps even more as piece of machinery that had to be sold in the same way as a steam engine, a machine tool or any other time, labor or money saving equipment.

"This condition has given rise to new methods and a new order in the retail end of the motor truck industry. Automobile dealers having motor agencies have established separate depariments for the sale of commercial cars, and these departments have been placed in charge of men who make it a business to know transportation as completely as motor truck design and construction.

"The manufacturers of motor trucks have also to a very large extent established direct factory branches under the direction of trained men, and these institutions, closely allied with the producing organizations, are making large contributions to the healthy growth of the industry.

"A well managed branch organization in charge of a capable executive cannot fail to be of real service to the local The men on the firing line know that they have to meet local haulage and delivery needs. The are enabled to keep their fingers constantly on the pulse of demand, and the truck manufacturer is thus enabled to ecure quickly first hand information regarding conditions as they actually

"We must all realize, too, that in supplying industrial needs we must act on onditions as we find them and not as we might wish they were. While it is entirely feasible for a pleasure car builder to concentrate on one model to sell at a certain price, it is not a practical proposition for a truck manufacturer desiring to do business in a big way. The market is entirely different. It is easy for a Capablanca and Marshall Still prospective buyer of a pleasure car to modify mental specifications to meet a uniform design that in general takes his fancy, but when a vehicle is to be used for business purposes it must fit the con-Havana, Feb. 25 .- Three of the leaders ditions which surround the business or it the Cuban chess tournament at the falls short of its highest carning possi-Club de Ajedroz de la Habana won their bilities.

"Any truck man can readily call to second half of the competition, to-day. mind certain classes of service that ab-It was a repetition, so far as the pairing solutely require special handling. Take. solutely require special handling. Take. was concerned, of the first round, with for instance, the handling of products that are relatively heavy in proportion to Capablanca administered a second de- their bulk, or the delivery of heavy loads feat to Corzo, the Havana champion, the into downtown alleys, wharfs, etc. For latter playing the Morphy Defence to the this class of service a short compact Ruy, Lopez. The young Cuban master truck with limited wheel base and no obtained the upper hand in the middle overhang is necessary. On the other game and scored after thirty-five moves, hand, relatively light, bulky loads, such Marshall, who had drawn with Jaffe in as paper boxes, etc., requir perbas and will sail for the training the first round, defeated that player to- different design, long in body, extended his queen on the twentieth. Marshall in spite of the bulky nature of the load.

"These and a great variety of other factors must be considered by the truck Janowski, playing white in a Queen's manufacturer if he wishes to be in a posi-Gambit Declined, sacrificed the exchange tion to render real transportation service. We must not arbitrarily say we will build moves. Chajes, of Chicago, was treated this or that truck and if the business man wants one he must fit his business this city, the latter scoring in forty-six to the truck. Instead, we should take a moves, after winning the exchange in broad position and be prepared to meet conditions as they exist and as they shift and change with the development of com-mercial activities."

#### KNOX BANKRUPTCY LIST Estate of A. N. Mayo Principal Creditor of Auto Company.

Boston, Feb. 25 .- A schedule in bankuptcy of the Knox Automobile Company, of Springfield, filed to-day, shows liabilities of \$1,286,409 and assets of \$1,379,336. The total unsecured liabilities amount to \$1,261,907.

The principal creditors are the administrator of the estate of Alfred N. Mayo. of Springfield, \$795,000: Fisk Rubber Company, of Chicopee, \$50,473; First National Bank of Boston, \$10,000, and Chicopee National Bank, \$30,000.

#### RIFLE TEAM RECORD GOES Deering High Makes Excellent Score in Indoor Match.

Portland, Me., Feb. 26.-The Deering points out of a possible 1.000 and broke the world's record for five man teams at the National Interscholastic Indoor Rifle League meet on Saturday. The score was announced to-day.

The former record of 972 points was made last year by the Iowa City High



**AUTOMOBILES FOR RENT** ACCESSORIES AND SUPPLIES

A directory of reliable offerings by automobile dealers and owners.

Tribune readers have the means to buy automobiles.

Telephone 3000 Beekman.

Advertising rates per agate line. One week, including one on Sunday, 60c; seven

### PEETS-NOMAN CORPORATION

239-231 W. 58th St., near B way, Tel. 898; Cot. HUDSON 1913. C94ALMERS 1912. IS Packard Lineusine 1910. F. M. F. 1912. Warren Detroit 1912. Cadilla: 1911. Lamousines, Lancauleta, Tourbugs, Runaboula, All kinds, Inniense stock care taken on sale or bought for cash. Time payments if deaired.

Begin on March 24. Philadelphia, Feb. 25,-The national class A 18.2 balkline billiard championship tournament, recently awarded to the Union League of this city, by the ex-ecutive committee of the National Asso-ciation of Amateur Billiard Players, will beein on March 24.

AUTOMOBILES.

The date was decided on at a meeting of the tournament committee here to-day. Among those who have signified their intention of playing are Wilkie C. Dunaway, of Portland, Ore.; C. F. Conklin and Percy Collins, of Chicago; J. Ferdinand Poggenburg, the international champion; Edward W. Gardner, Joseph Mayer, Dr. Walter E. Uffenheimer and Dr. Walter G. Douglas.

Blobbs-Did you ever know anybody so hard to please as that fellow Bjones?
Slobbs-Only a college graduate looking for his first job.-Philadelphia Record.

AUTOMOBILES.

## FOOTBALL AT PRINCETON

Twenty-five Candidates Report for Indoor Practice.

AUTOMOBILES.

Wilson, line coach during the last season and Arthur Bluethenthal, the 'varsity centre for the last three seasons, directed

Princeton, N. J., Feb. 25.—Preparations for the 1913 football season were begun actively here to-day, when twenty-five candidates reported in the gymnasium for spring work.

Practice will be field three times a week for the remainder of the year. Thomas

AUTOMOBILES.

# This Ad. Deals with the Subject of Shortage of Sixes for 1913

FOR, OF COURSE. THERE'S GOING TO BE a shortage of Sixes. Nothing could be more certain-nothing is giving the trade more concern at this moment. Dealers are worried and prospective buyers are beginning to be.

THIS AD. IS PUBLISHED in all the principal newspapers east of the Mississippi. Three days from now is March 1st-then

FOR PAST EXPERIENCE TEACHES us that with the coming of March comes also the tremendous spring demand. The condition that is, at the same time, the most welcome and yet the most dreaded by makers whose product, as ours, enjoys a

WE WELCOME IT BECAUSE it means big business-and we dread it because we know it also means disappointment to many good customers-bitter disappointment to some

IT ALWAYS HAS BEEN SO-it probably will continue to be so. Tardy buyers are bound to be disappointed. Yet among the tardy buyers are many good friends who have always depended upon this organization to furnish them automobiles of more advanced design, of a better quality and at a lower price than could be had elsewhere.

TARDY BUYERS ARE NOT TO BLAME for being tardy. Mostly they are too busy with other matters, or are unfamiliar with things automobile. Anyway, they are liable to believe there will be plenty of cars to go around.

PERHAPS THERE WILL BE-BUT there never has been, and those best connectent to judge know that the shortage of the kind of cars you want will be greater this year than ever before.

CET THAT: THERE MAY BE plenty of cars. But there won't be plenty of Sixes, and there will be still less of the kind of Sixes that will measure up to the standard of the man who knows—and we are assuming that you are one of these.

WE ARE NOT INTERESTED so much in the man who doesn't know. We are not making cars to meet that demand.

LUT WE ARE VITALLY INTERESTED in those who do know. They are the readiest buyers of cars that do measure up to their standards—and the best customers afterward.

THAT'S WHY WE ARE PUBLISHING THIS AD .- to warn those who know and who are going to insist on having a Six, that there is not only going to be a shortage of Sixes generally, but a discouraging shortage of Sixes of that kind.

LET US REPEAT-This ad. is only for those who know what does and what does not constitute a successful Six. Those, in short, who know what they want-want what they want-and who will not accept a substitute. And we repeat, we are assuming you are one of these.

NOW LET'S GET DOWN to brass tacks.

FIRST LET US SEE WHY there is a shortage of Sixes. Reason is simple—greater demand than possible supply. Why? Because buyers came to realize the superiority of Sixes sooner than most makers.

OR. TO PUT IT ANOTHER WAY: buyers learned the advantages of Sixes sooner than most makers thought they would. Makers knew all the time, but didn't think the average buyer was

WE PLEAD GUILTY to having precipitated the trouble. And here's how it happened: In our advertisement announcing the sensational Maxwell "50-6" (then the Flanders "50-6") we said. "If You are Paying More Than \$1.200 for a Car, You are En-

AND WE TOLD YOU WHY And you and all the rest of the automobile buying world understood—evidently; for a landslide followed immediately after. Buyers began to demand and to insist on Sixes in all cars from \$1,200 upward. And as always happens, dealers echoed the demand of buyers,

NOW YOU'LL RECALL WE DIDN'T say we had a Six at \$1,200; but we did announce the five-passenger Maxwell "40-6" at \$1,550 at the same time we announced the seven-passenger Maxwell "50-6" at \$2,350. And we predicted that the man who knew would decide he would rather pay the difference and have a Six than an obsolete "Four" at the lower price.

WELL, EVENTS PROVED that we were right. And it didn't take long, either. In fact it happened in a remarkably short space of time. Most makers were caught unawares. That's why we have termed it "an avalanche."

INCIDENTALLY, WE SUDDENLY BECAME very much disliked in the trade. We had committed the unpardonable sin of teiling the buyer something that other makers protested was "none of his business." However, we will probably survive that. We're

WHAT WE ARE UP AGAINST—and the only thing that really matters to you or to us—is the fact that there aren't enough Sixes to go around. We know it. Everyone in the trade knows it. And we are telling you.

AND WHILE WE ARE TELLIN', LISTEN'-for here's some-thing perhaps you didn't know.

THE IMMEDIATE RESULT of our sensational announcementaside from the impression it made on prospective buyers—was to upset all carefully made plans of competitors. There were conferences, meetings of the "Ways and Means Committees" and anxious discussions between directors and engineers. The problem was, how to meet the new conditions—how to meet the insistent demand for Sixes.

FOR YOU MUST KNOW that while all makers foresaw the conquest of Sixes in all cars of 40 horsepower or over, most of them agreed that, except in cars of the highest price (say, \$4.000 and over), buyers would be willing to accept "Fours" for yet another season. There's where they miscalculated, and the matter had suddenly assumed a very serious aspect.

THE PROBLEM THAT CONFRONTED THEM was how to produce Sixes to meet the insistent demand. And most of them went about it by the shortest and most obvious route.

NOW GET THIS—IT'S VITAL. Demand always creates supply. The Six demand was no exception. It resulted in a supply of Sixes—but not the kind of Sixes you want if you know the difference between what constitutes a successful Six and the other kind. And we are assuming you do.

MANY CARS ARE OFFERED under the name of Sixes-but most of them are only converted Fours.

WHAT IS A CONVERTED FOUR?" you ask. And we are glad you ask, because we know the answer. A "converted Four" is a Six that has been hurriedly produced to meet an unforeseen demand, by the simple process of adding two to the Four the maker already had.

THAT'S SIMPLE, ISN'T IT? It's the obvious-in fact, the obviously obvious way to do it.

BUT "IT SIMPLY CAN'T BE DID." You can produce a "Six." but not a successful Six that way. There are engineering problems in a Six that do not arise in the designing or making of a Four. Space does not permit us to enter into this important matter in detail here, much as we should like to do so. For it is important—vitally important to the buyer.

WE HAVE, HOWEVER, TREATED THIS matter exhaustively in a little booklet, which we will be glad to send you, the title of which is "Two Added to Four Do Not Make a Six."

IF YOU WANT TO KNOW about Sixes so as to be able to choose intelligently, you'll find more real information in this booklet than you'll get esewhere. And it's authentic. Without being too highly technical, its contents emanated from the engineer who knows, perhaps, a little more about designing Sixes than any other in this industry. He's the man who designed the Maxwell "50-6."

BETWEEN THE LINES we tell you wherein and why the Maxwell "50-6" is superior. But you are just as much interested in learning that as we are in telling you. Its perusal will be worth while—you'll be able to tell the average salesman more than he knows about Sixes, and once you've digested its contents, you will be able to tell, by simply lifting the hood, which is a "converted Four" and which is a true Six—designed from

MEANTIME. YOUR CHIEF CONCERN is how to get your Six. despite the shortage of Sixes generally, and especially of the type of Sixes you want-Sixes that have been designed by makers who believe in Sixes and who know how. That's your

ANSWER IS. GET IN LINE QUICKLY—see your local dealer and place your order, specifying delivery when you will want the car—and you will get it while others will be waiting and cussing as in years past because makers cannot make enough of the kind of cars that are in most demand.

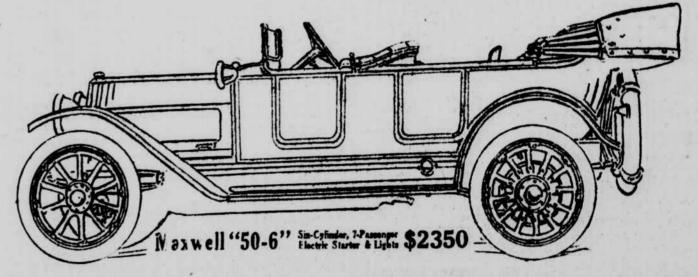
YOU'VE NOTICED. DOUBTLESS, that we have said little in this Ad. about our own particular product—Maxwell Sixes. Reason is we don't need to. When, by a process of elimination, you have excluded from your consideration the converted Fours and other Sixes that do not come up to your standard, there will be few left to select from—and foremost and most desirable among these few will be the Maxwell "50-6."

THE MAXWELL "50-6" is a car of such power, such beauty, such capacity and of such quality throughout, as you had expected to pay at least \$4.000 for—and we contend it cannot be equalled even at that price.

BODY DESIGNED BY BRUCE OTT and already being copied by other makers. Motor designed by William Kelly, one of the earliest advocates of the Sixes and an engineer who is recog-nized by his contemporaries as one of the foremost, if not. indeed, the foremost authority on six-cylinder cars.

OUR PRICE (\$2,350) is made possible only by our superior manufacturing facilities and the fact that we are the largest makers of Sixes.

IF YOU HAVEN'T SEEN and ridden in this magnificent car, you owe it to yourself to do so at once. There isn't a day to lose. Orders placed within the next ten days will be sure of delivery almost on the day specified. After that, we don't know. Each buyer will have to take his own chance.



## THE MAXWELL MOTOR COMPANY,

C. F. REDDEN, New York, Dist. Mgr., 1790 Broadway, Representing the Factory.

'Phone 7984 Col.

NEW YORK: HOLT-CHANDLER CO., 1808 BROADWAY, PHONE 2181 COL, BROOKLYN: TANNER MOTOR CO., 1476 BEDFORD AVE., NEWARK, N. J.; J. COLYER & CO., 500-8 CENTRAL AVE., Jamulea, L. L.; Morris Auto Garage.
Flushing, L. L.; Jockers & Stack, Bridgeport, Conn.; Ford's Garage.
Rockville Centre, L. L.; L. L. Gardner Garage & Motor Co.

Hartford, Conn.: R. D. & C. O. Britten. Greenwich, Coun.: A. N. Kemble. Paughkeepsle, N. T.: Hornce Fague & Son. Peekakill, N. Y.: W. H. Ash. Port Jervia, N. Y.: Rutan Auto Co. Danbary, Conn.: Fillow Auto Co. New Haven, Conn.: Alling Motor Car Co.

WARNING:--Dealers with good intent sometimes oversell their allotment, hoping by extra pressure on the factory to get a few more cars of the popular types. In the case of Maxwell sixes for 1913 this is dangerous. We have allotted to dealers (and there are over 1,000 Maxwell dealers) every six we can hope to make, even with our tramendous facilities. Buyers will do well, therefore, to insist on knowing how many sixes the local dealer has been allotted, and how many he has sold. Also, we are informed, some dealers are claiming to represent the new Maxwell line who have not been authorized. If in doubt, write us and we'll tell you frankly. Then place your order, pay a cash deposit to bind the sale, get a definite delivery date--and you are secure. Your car will be delivered within ten days of the date specified, if not on the content are the order in at once. ruct date. But get the order in at once,